

Beazley Selects MTI Storage Services Solution

Major City Underwriter Chooses MTI

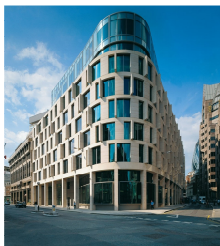
MTI Implements complete storage solution for Beazley consisting of a SAN, StoreAge Storage Virtualisation, VMware Server Virtualisation, EMC Clariion disk subsystems and all support services

"When MTI came on the scene matters changed rapidly and our group began to feel that here was an organisation that we could build a partnership with."

**James Wright, IT Infrastructure Manager
Beazley plc**



Overview



Beazley plc is one of the leading players in the underwriting business at Lloyds. They focus on writing speciality risk insurance and re-insurance business in selected markets. In 2004, Beazley USA was established. Based in Farmington, Connecticut with a regional office in Ponte Vedra Beach, Florida it underwrites surplus lines on behalf of Beazley syndicates at Lloyd's.

Today Beazley's premium capacity is £830m with a Lloyd's Standard & Poor's rating of A (strong).

The Challenge - Virtualized SAN Environment

Beazley needed to implement a Storage Area Network (SAN) that was highly available, easily scalable within the business objectives and provided enhanced Disaster Recovery and Business Continuity objectives. MTI was selected to assist and proposed a complex virtualized setup.

The Solution

The MTI proposal avoided vendor lock-in, proved very cost effective, providing the means to best support future growth at Beazley.

MTI initially installed two EMC Clariion storage arrays for the primary and secondary sites incorporating redundant pairs of the LSI StoreAge SVM appliances and software. Approximately 3Tb storage per site was provided, with local Snaps (PIT's) and Clones for immediate local recovery of Exchange, SQL and File services with remote Asynchronous mirroring of all mission critical data to the remote Beazley DR centre. This can facilitate the immediate recovery of key services following a disaster situation.

The SAN quickly evolved to support further areas of the busi-

ness including, software development and "Beazley Central" the primary data repository for all Beazley applications.

VMware Virtual Infrastructure software, and an Enterprise backup solution using EMC Networker backup software was then introduced to cater for even more of the Beazley applications environment and geographies, including America.

Pre installation testing and integration ensured that on the day matters went according to plan and Beazley's main applications including: mail, database and file storage were smoothly introduced to the new environment with very little interruption of day to day business.

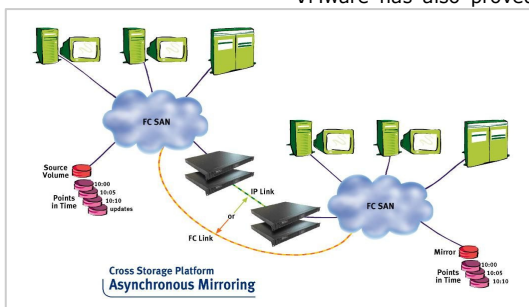
Beazley subsequently initiated a new D/R site in Park Royal, North West London and using LSI StoreAge are replicating around 10TB.

VMware has also proved invaluable reducing management

overhead as promised and providing the opportunity to grow virtual servers to around 200 today. With all this in place Beazley can bring a system back up in less than 30 minutes, a far cry from the previous setup.

The new infrastructure has enabled Beazley to manage IT operations Worldwide with just 18 people. James Wright, IT In-

frastructure Manager commented "I'd hate to think how many we'd need by now without this investment."



About MTI

MTI is a leading international provider of consulting services and comprehensive information infrastructure solutions for mid to large-size organisations. With more than 20 years of expertise as a storage technology innovator, MTI is uniquely qualified to assess, design, implement and support whole-office data storage and backup initiatives. MTI enjoys strategic partnerships with industry leaders. MTI offers the best data storage, protection and management solutions available today. By employing a strategic, consultative approach, MTI provides customers with a single point of contact that eliminates complexities while delivering operational efficiencies and competitive advantages. More information is available at www.mti.com

Case Study